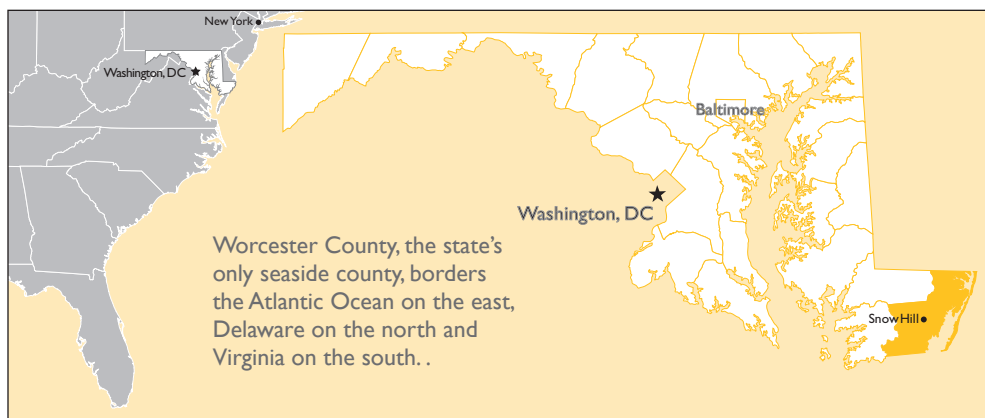


Brief Economic Facts

WORCESTER COUNTY, MARYLAND

Worcester is a dynamic, pro-business county with opportunities for business development, expansion and relocation. As Maryland's only seaside community, Worcester is strategically located in the heart of the Delmarva Peninsula, offering a superb, family-friendly lifestyle, and ready access to major metropolitan markets, including Washington D.C., Baltimore and Philadelphia. Low property tax rates, an abundant workforce, and a transportation network of highways, rail, and airports serve the needs of business. Incentives to create jobs include state income and real property tax credits for businesses locating or expanding in three Enterprise Zones (Berlin, Snow Hill, and Pocomoke City).

Worcester County is a U.S. SBA designated HUBZone. Low interest financing for working capital and fixed assets is available through a local revolving loan fund. Worcester County's private sector industries generate \$2.8 billion in economic output. Tourism and agriculture are the largest industries in the county, and major private sector employers



include Atlantic General Hospital, Real Hospitality, Harrison Group, O.C. Seacrets and Ocean Downs Casino.

LOCATION

Driving distance from Snow Hill:	Miles	Kilometers
Atlanta, Georgia	681	1,095
Baltimore, Maryland	120	193
Boston, Massachusetts	436	702
Chicago, Illinois	812	1,307
New York, New York	220	354
Philadelphia, Pennsylvania	149	240
Pittsburg, Pennsylvania	343	551
Richmond, Virginia	200	322
Washington, DC	132	212

CLIMATE AND GEOGRAPHY¹

Yearly Precipitation (inches)	44.2
Yearly Snowfall (inches)	7.7
Summer Temperature (°F)	74.8
Winter Temperature (°F)	39
Days Below Freezing	73.6
Land Area (square miles)	474.9
Water area (square miles)	110
Shoreline (miles)	774
Elevation (ft)	sea level to 65

POPULATION^{2,3}

	Worcester County Households	Worcester County Population	Lower Eastern Shore*	Maryland
2010	22,225	51,454	197,980	5,773,552
2020	21,375	52,403	213,699	6,055,802
2030**	23,450	56,230	223,470	6,254,500

*Somerset, Wicomico and Worcester counties

**Projections

Selected places population (2020): Ocean Pines 12,145; Ocean City 6,844; Berlin 5,026; West Ocean City 4,661; Pocomoke City 4,354; Snow Hill 2,159

POPULATION DISTRIBUTION^{2,3} (2021)

Age	Number	Percent
Under 5yrs	2,111	4.0%
5 - 19 yrs	7,818	14.9%
20 - 44 yrs	13,014	24.9%
45 -64 yrs	15,039	28.7%
65 and over	14,340	27.4%
Total	52,322	100.0%
Median Age		50.4 Years

Brief Economic Facts WORCESTER COUNTY, MARYLAND

LABOR AVAILABILITY^{3,4,5} (BY PLACE OF RESIDENCE)

Civilian Labor Force (2022 avg.)	County	Labor Mkt. Area*
Total civilian labor force	25,185	227,346
Employment	23,919	219,082
Unemployment	1,266	8,264
Unemployment rate	5.0%	3.6%
Residents commuting outside the county to work (2017-2021)		Percent 17.7%

Employment in selected occupations (2017-2021)

Management, business, science and arts	9,107	37.5%
Service	5,742	23.7%
Sales and office	5,111	21.1%
Production, transp. and material moving	1,700	7%

*Caroline, Cecil, Dorchester, Kent, Queen Anne's, Somerset, Talbot, Wicomico, and Worcester Counties

MAJOR EMPLOYERS^{6,7} (2021-2022)

Employer	Product/Service	Employment
Real Hospitality*	Hotel Management	3000
Harrison Group*	Hotels & Restaurants	1038
Atlantic General Health Systems	Medical Services	990
Bay Shore Development*	Amusements & Hotels	650
O.C. Seacrets*	Restaurant, Distillery & Liquor Store	470
Blue Water Development / Blue Water Hospitality*	Hospitality Management & Real Estate Development	398
Ocean Enterprise 589 / Ocean Downs Casino*	Casino gaming	350
Dough Roller*	Restaurants	325
Fagers Island*	Hotels & Restaurants	300
Ocean City Fontainebleau*	Hotel & Restaurant	300
Ocean Pines Association	Nonprofit civic organization	270
91st Street Joint Venture / Princess Royale*	Hotels & Restaurants	200
Trimper Rides*	Amusements	200
Berlin Nursing & Rehabilitation Center	Nursing & Rehabilitation	200
Bel-Art Products/SP	Scientific & Lab Products	145
Sunsations*	Beach Wear / Products & Souvenirs	122
Carousel Resort Hotel & Condominiums*	Hotels & Restaurants	120
Harrison House Senior Living	Nursing & Rehabilitation	110
Hardwire	Protective armor products	71
Dolle's Candyland*	Candy	50
Benelli	Firearms	47

Excludes post offices, state and local governments, national retail and national foodservice

*Reflects summer employment levels

EMPLOYMENT⁴ (2022)

Industry	Estab-lishments	Annual Avg. Empl.	Empl. %	Avg. Wkly. Wage
Federal Government	14	181	0.8%	\$1,282
State Government	6	172	0.7%	1,007
Local Government	47	3,055	12.8%	1,100
Private Sector	2,195	20,549	85.8%	773
Natural resources and mining	31	108	0.5%	857
Construction	228	1,175	4.9%	961
Manufacturing	46	759	3.2%	974
Trade, Transportation, and utilities	456	4,207	17.6%	665
Information	20	125	0.5%	1,388
Financial activities	270	1,234	5.2%	978
Professional and business services	319	1,887	7.9%	947
Education and health services	158	2,307	9.6%	1,069
Leisure and hospitality	503	7,973	33.3%	622
Other Services	166	774	3.2%	686
Total	2,262	23,957	100.0%	820

Includes civilian employment only

HOURLY WAGE RATES⁴ (2021)

Selected Occupations	Median	Entry	Skilled
Accountants	\$30.60	\$21.63	\$40.57
Assemblers and Fabricators	\$14.24	\$12.02	\$18.04
Bookkeeping/accounting clerks	\$18.48	\$14.57	\$23.03
Computer hardware engineers	\$43.52	\$27.60	\$49.56
Computer user support specialists	\$23.16	\$17.56	\$28.21
Customer service representatives	\$14.66	\$12.71	\$18.92
Electrical engineers	\$38.96	\$31.85	\$55.23
Freight, stock and material movers	\$14.29	\$12.29	\$17.29
Industrial truck operators	\$17.48	\$14.28	\$21.31
Information security analyst	\$43.13	\$29.72	\$62.84
Inspectors, testers, sorters	\$18.04	\$13.56	\$23.38
Machinists	\$23.54	\$16.39	\$26.93
Maintenance workers, machinery	\$18.10	\$13.39	\$24.77
Network support specialists	\$37.18	\$27.29	\$49.23
Packaging/filling machine operators	\$14.24	\$11.80	\$16.86
Packers and packagers hand	\$12.86	\$11.76	\$14.86
Secretaries	\$17.87	\$13.60	\$21.41
Shipping/receiving clerks	\$14.41	\$12.73	\$18.48
Stock clerks and order fillers	\$14.29	\$11.95	\$16.03

Wages are an estimate of what workers might expect to receive on the Lower Eastern Shore (Somerset, Wicomico and Worcester counties) and may vary by industry, employer and locality

Brief Economic Facts WORCESTER COUNTY, MARYLAND

SCHOOLS AND COLLEGES^{3,8}

Educational Attainment - age 25 & over (2017-2021)

High school graduate or higher	92.8%
Bachelor's degree or higher	30.6%

Public Schools

Number: 6 elementary; 3 middle/comb.; 3 high, 1 career/tech
Enrollment: 6,841
Cost per pupil: \$20,166
Students per teacher: 12.5
High school career / tech enrollment: 1,110
High school graduates: 464

Nonpublic Schools Number: 7

Higher Education (2020)

Two University System of Maryland institutions are located nearby, including the University of Maryland Eastern Shore in neighboring Somerset County (enrollment 3,193) and Salisbury University in Wicomico County (enrollment 8,556). One two-year Community College, Wor-Wic Community College, is located in Wicomico County (enrollment 2,434).

TAX RATES⁹

	Worcester County	Maryland
Corporate Income Tax (2023)	none	8.25%
Base – federal taxable income		
Personal Income Tax (2023)	2.25%	2.0-5.75%
Base – federal adjusted gross income		
*Graduated rate peaking at 5.75% on taxable income over \$300,000		
Sales & Use Tax (2023)	none	6.0%
Exempt – sales for resale; manufacturer's purchase of raw materials; manufacturing machinery and equipment; purchases of materials and equipment used in R&D and testing of finished products; purchases of computer programs for reproduction or incorporation into another computer program for resale		
Real Property Tax (2023)	\$0.8450	\$0.1120
Effective rate per \$100 of assessed value		
In addition to this rate, there are some miscellaneous taxes and/ or special taxing areas in the county; in an incorporated area, a municipal rate may also apply		
Business Personal Prop. Tax (2023)	\$2.1125	none
Rate per \$100 of depreciated value		
Exempt – manufacturing and R&D machinery, equipment, materials and supplies; manufacturing, R&D and warehousing inventory. In an incorporated area, a municipal rate may also apply; municipal exemptions may be available		

Major Tax Credits Available

Enterprise Zone, Job Creation, More Jobs for Marylanders, R&D, New Jobs, Biotechnology and Cybersecurity Investment, A&E District

INCOME³ (2017-2021)

Distribution	Percent Households		
	Worcester County	Maryland	U.S.
Under \$25,000	15.7	12.3	17.2
\$25,000 - \$49,999	20.4	14.6	19.6
\$50,000 - \$74,999	15.9	14.7	16.8
\$75,000 - \$99,999	14.6	12.6	12.8
\$100,000 - \$149,999	16.9	19.4	16.3
\$150,000 - \$199,999	6.9	11.5	7.8
\$200,000 and over	9.6	15	9.5
Median household	\$71,262	\$91,431	\$69,021
Average household	\$99,385	\$120,234	\$97,196
Per Capita	\$43,642	\$45,915	\$37,638
Total income (millions)	\$2,243	\$275,849	\$12,053,372

HOUSING^{3,10}

Occupied Units 2017-2021 22,573 (76.32% owner occupied)

Housing Transactions

Units Sold	2,255
Median Selling Price	\$384,950

*All multiple listed properties excludes auctions and FSBO

BUSINESS AND INDUSTRIAL PROPERTY⁶

Worcester County has commercial and industrial zoned buildings and sites located in all areas of the county ranging from 2 to 80 acres. The county has three Maryland designated **Enterprise Zones**, Berlin, Snow Hill, and Pocomoke, which can offer property and job tax credits for new and expanding businesses. Worcester County is also a federally designated **SBA HUBZone**, which allows small and medium sized businesses an advantage in contracting with the U.S. government. Pocomoke City is the largest manufacturing hub in the county, and is home to the 175-acre Pocomoke Industrial Park. In addition, the county has three federally designated **Opportunity Zones** in Snow Hill, Berlin and downtown Ocean City designed to spur economic development by providing tax benefits to investors. Worcester County's Department of Economic Development can offer new businesses attractive financing through a variety of sources including packaging state and federal programs for job creation.

Market Profile Data (2019)	Low	High	Average
Land – cost per acre			
Industrial	\$37,000	\$100,000	\$58,000
Office	\$100,000	\$175,000	\$135,000
Rental Rates – per square foot			
Warehouse / Industrial	\$3.00	\$6.00	\$4.50
Flex / R&D / Technology	\$5.00	\$10.00	\$7.50
Class A Office	\$14.00	\$18.00	\$16.00

Brief Economic Facts WORCESTER COUNTY, MARYLAND

TRANSPORTATION

Highways: U.S. 13, U.S. 50, U.S. 113, and MD 12

Rail: Maryland & Delaware Railroad, Norfolk Southern Railway, and Bay Coast Railroad

Truck: More than 70 local and long-distance trucking establishments are located on the Lower Eastern Shore

Water: Served by the Port of Salisbury (14' channel); the Port of Baltimore (50' channel) is located 124 miles from Snow Hill; Pocomoke River is navigable (7' channel)

Air: Scheduled air service is available at the Salisbury-Ocean City Wicomico Regional Airport, 15 miles from Snow Hill (5000' and 6400' runways); the airport has daily flights to/ from Philadelphia and Charlotte via American Airlines; Ocean City Municipal Airport, three miles from the resort town, can accommodate general aviation (3200' and 4070' runways)

RECREATION AND CULTURE

Worcester is home to 15 championship golf courses, beautiful state parks and forests, and Assateague Island National Seashore.

Ocean City: Over eight million visitors flock to the resort city each year to enjoy a variety of beach, boardwalk and other oceanfront activities; special events include:

- Sunfest & Springfest
- White Marlin Open
- Winterfest of Lights
- Air Show
- New Performing Arts Center

Berlin: Historic community known for graceful Victorian architecture and many eclectic shops and restaurants including the Calvin B. Taylor House Museum, Mermaid Museum, and the Casino at Ocean

Downs; special events include:

- Berlin Fiddlers Convention
- Bathtub Races
- Oktoberfest Celebration

Snow Hill: Beautifully historic destination that is home to the Julia A. Purnell Museum and the nearby Furnace Town Living Heritage Museum; bustling streets filled with art and antique vendors, restaurants and small shops; Pocomoke River cruises provide a leisurely view of scenic beauty; special events include:

- Return to Goat Island Stand Up Paddle Board Race
- Ride to Sturgis
- Oktoberfest
- Blues Jam

Ocean Pines: Located just west of Ocean City and offering many community amenities, including golfing, nature trails, public parks, boating, swimming, fishing, racquet sports, restaurants and shopping; special events are:

- Annual Flounder Tournament
- Summer Concerts
- Golfing Tournaments

Pocomoke City: Home to the Delmarva Discovery Center and the Mar-Va Theater, as well as many scenic attractions in the downtown area; special events include:

- Annual Christmas Parade

Arts & Entertainment Districts: Berlin, Snow Hill

UTILITIES

Electricity: Delmarva Power, Choptank Electric Cooperative, and Berlin Electric; customers of investor-owned utilities and major cooperatives may choose their electric supplier

Gas: Pipeline vapor propane provided by Chesapeake Utilities/ Sandpiper Energy and Sharp Energy to Ocean City, Ocean Pines, Pocomoke City and Snow Hill; Chesapeake Utilities/ Sandpiper Energy provides natural gas to Berlin, Ocean Pines, northern Worcester County and West Ocean City. Chesapeake Utilities/Sandpiper Energy is extending natural gas to Pocomoke in near future.

Water and Sewer: Municipal water and sewer systems in Berlin, Newark, Ocean City, West Ocean City, Ocean Pines, Greater Ocean Pines area, Pocomoke City and Snow Hill; municipal sewer West Ocean City to Herring Creek and southward to Rt 376 at the Frontier town campground.

Telecommunications: Predominant local carrier is Verizon through Maryland Broadband Cooperative, a rural broadband initiative; fiber broadband availability from Eastern Shore Communications and Comcast through Maryland Broadband Cooperative

GOVERNMENT

County Seat: Snow Hill

Government: Seven commissioners elected for four-year terms; code home rule government allows for broad local legislative authority

Anthony (Chip) Bertino, President, Board of County Commissioners 410.632.1194

Weston Young, Administrative Director 410.632.1194

Website: www.co.worcester.md.us

County Bond Rating: AA+ (S&P); Aa2 (Moody's); AA (Fitch)

Worcester County Department of Economic Development

Melanie Pursel, Director

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Snow Hill, Maryland 21863

Telephone: 410.632.3112

Email: chooseworcester@co.worcester.md.us

www.chooseworcester.org

Sources:

1 National Oceanic and Atmospheric Administration (1981-2010 normals); Maryland Geological Survey

2 American Community Survey

3 U.S. Bureau of the Census

4 Maryland Department of Labor, Office of Workforce Information and Performance

5 U.S. Bureau of Labor Statistics

6 Worcester County Department of Economic Development

7 Maryland Department of Commerce

8 Maryland State Department of Education; Maryland Higher Education Commission

9 Maryland State Department of Assessments and Taxation; Comptroller of the Treasury

10 Maryland Association of Realtors

11 Maryland State Archives; Maryland Association of Counties